

*An essential course for Material Professionals*

**Certificate Course in**

## **MATERIALS & SUPPLY CHAIN MANAGEMENT**

**Batch-9 : Six (6) Saturdays**

**February 4, 11, & 25, March 11, 18 and 25, 2017 • 9.30 a.m. to 5.00 p.m.**

**Venue:** Torrent-AMA Management Centre, Core-AMA Management House  
ATIRA Campus, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

Materials constitute the largest share of costs in manufacturing and significantly high percentage in others. Materials therefore represent highest potential for cost optimization and profit improvement in any enterprise. The modern approach is not to view materials management in isolation, but as an ingredient of supply chain. A high performing supply chain supports operations and market strategies and drives integrated planning and execution. It is designed to optimize service, inventory, investment and costs. The purpose of SCM is to improve trust and collaboration among supply chain partners, thus improving inventory visibility and velocity. Successful SCM requires business process integration involving collaborative work between buyers and suppliers, joint product development, common systems and shared information. This programme is highly practical and interactive.

### **Program outline :**

- 1. Overview of Materials Management:** Its functions and profit improvement potential.
- 2. Supply Chain Management:** The key supply chain processes: Demand Management & Forecasting, SCOR Model of SCM, Triple-A Supply Chain, De-risking the Supply Chain, Lead Time Analysis & control, Measuring SCM Performance, Best Practices in SCM in Indian & Overseas industries.
- 3. The Role & Importance of Purchasing:** Purchasing Cycle/ Process, Purchasing Market Research. 7 Rs of Purchasing: Buying Materials of Right Quality, in Right Quantity, at Right Price, & from the Right Source.
- 4. Modern Trends in Purchasing:** Spend Analysis & Management, Green Purchasing, SA-8000, P-Cards, Lead Time Analysis & Management, Purchase Market Research (PMR)
- 5. E-Procurement:** Reverse Auctions, EDI : How does e-Procurement benefit ?
- 6. Legal Aspects of Purchasing:** Indian Contracts Act & Indian Sale of Goods Act:
- 7. Overseas Buying:** INCO Terms 2010 of the International Chamber of Commerce, Paris.
- 8. Vendor Management & Rating:** Key Supplier Account Management, Supplier Relationship Management.
- 9. Negotiations:** Characteristics of Successful Negotiators. Strategies & Tactics.
- 10. Inventory Management/ Control:** Concepts & Techniques, ABC to XYZ Analysis, Cost - Criticality Analysis, Movement Analysis, MUSIC-3D, Spare Parts Management, Ordering Systems, Minimum –Maximum & Reorder Levels, Financial Aspects, Control of Non-moving & Obsolete Inventory (SLOBs), Just-in-Time Inventory, Zero Inventory, Vendor Managed Inventory, Measures of Inventory Performance.

11. **Financial Aspects:** Inventory & Balance Sheet, Cost of Holding Stock: K-Factor, Replenishment Cost: R-Factor, Valuation of Receipts & Issues, Valuation of Stocks & Write-off/ Write-on.
12. **Principles of Storekeeping:** Stores Layout & Facilities, Physical stock-taking and stock verification, Cycle Counting Systems.
13. **Modern Storage and Warehousing Practices:** Automated Storage & Retrieval Systems, Automated Guided Vehicles, Automated Identification Systems: Bar Coding & RFID.
14. **Codification, Standardisation & Variety Reduction**
15. **Material Handling, Transportation & Logistics:** Role of 3PL/4PL Service Providers.
16. **Risk Management in Supply Chains:** Its importance & mitigation of risks.
17. **Cost Reduction Techniques:** Value Analysis and Value Engineering.
18. **Human Resource development** for Materials & Supply Chain functions.
19. **Case Studies.**
20. **Role Plays.**

**Faculty:**

**Mr. Ashok Sharma**, Bachelor of Technology from the Indian Institute of Technology (IIT, Delhi) and MBA from the Faculty of Management Studies (FMS). **He successfully completed specialized programmes at the Wharton School of the University of Pennsylvania & the American Management Association, USA. He is a UN Certified and trained Trainer and** is the recipient of several awards.

Earlier, he has held senior positions in corporates for 35 years as Dy Controller of Stores, Bombay Port Trust, Vice President, Blue Star Ltd, Whole Time Director, Mather & Platt Ltd, Chief Operating Officer, TechNova Imaging Systems Ltd., & President, Pidilite Industries Ltd.

He is former President of Bombay Management Association and World President of International Federation of Purchasing & Materials Management. He has co-authored a book on Supply Chain Management, published by Tata McGraw Hill

**Fee:**

Rs.10,000/- per participant Inclusive of Service Tax. Concession for Member 10%, Patron Member 20%. Fee includes course fee, cost of reading material, lunch & refreshment. The cheque may please be drawn in the name of 'Ahmedabad Management Association.'

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**Registration Form:** Please fill-in and return this form along with participation fee to:

Ahmedabad Management Association

Dr. Vikram Sarabhai Marg, ATIRA Campus, Ahmedabad 380 015.

Phone: 079-26308601-6 • Mobile: 9537407187 • Fax: 079-26305692

E-mail: ama@amaindia.org • Website: www.amaindia.org

Android Mobile App: AMA-Ahmedabad amaIndia.org

Name(s)	Designation
1.	
2.	
Organisation:	
Address:	
	Pin Code:
Phone:	Mobile:
E-mail:	Fax: